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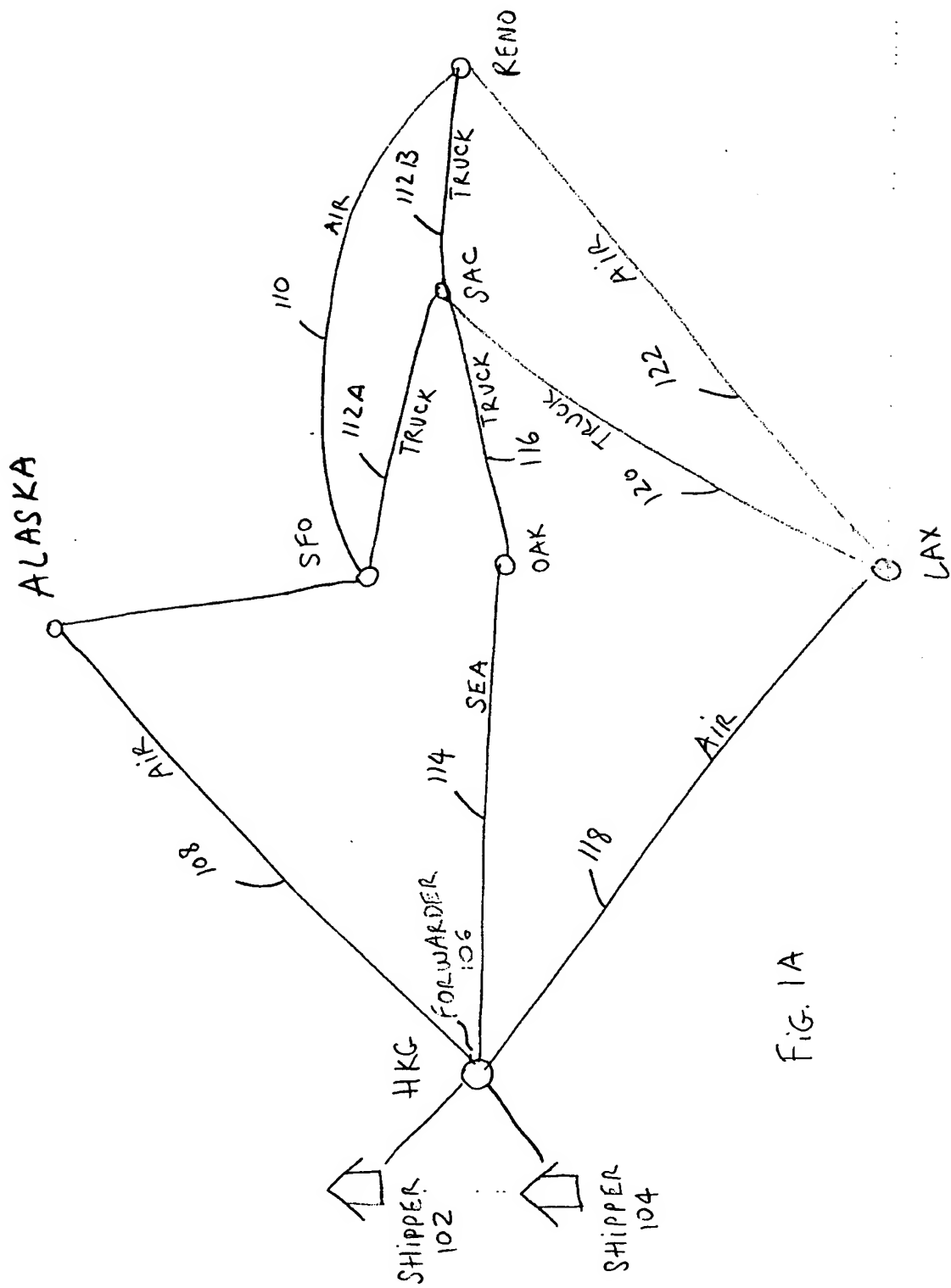


FIG. 1A

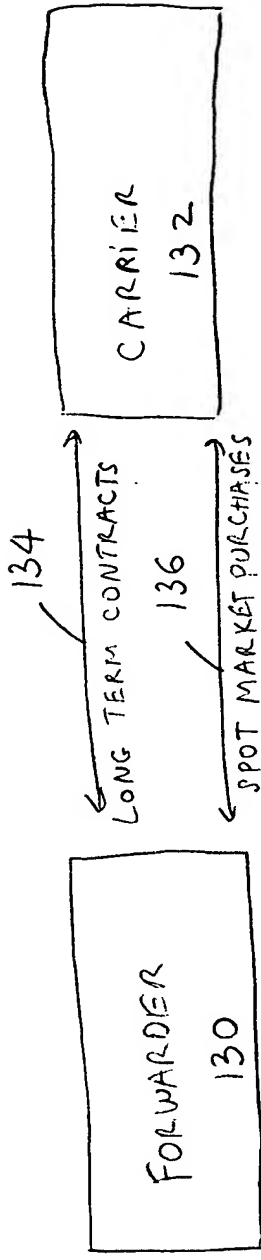


FIG. 1B

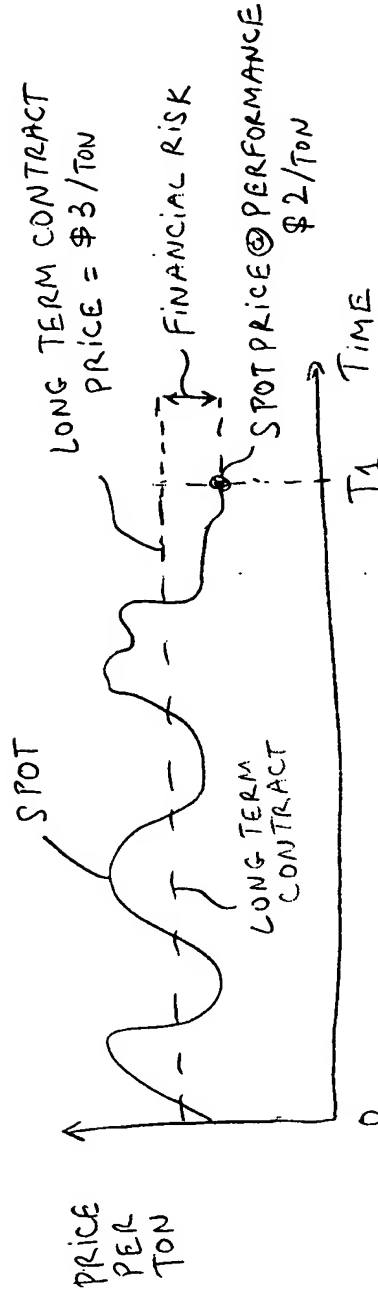


FIG. 1C

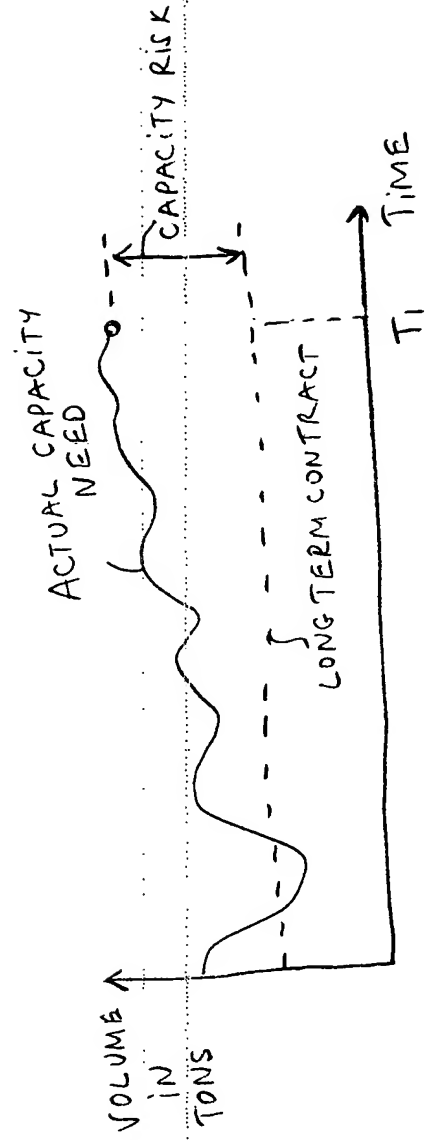


FIG. 1D

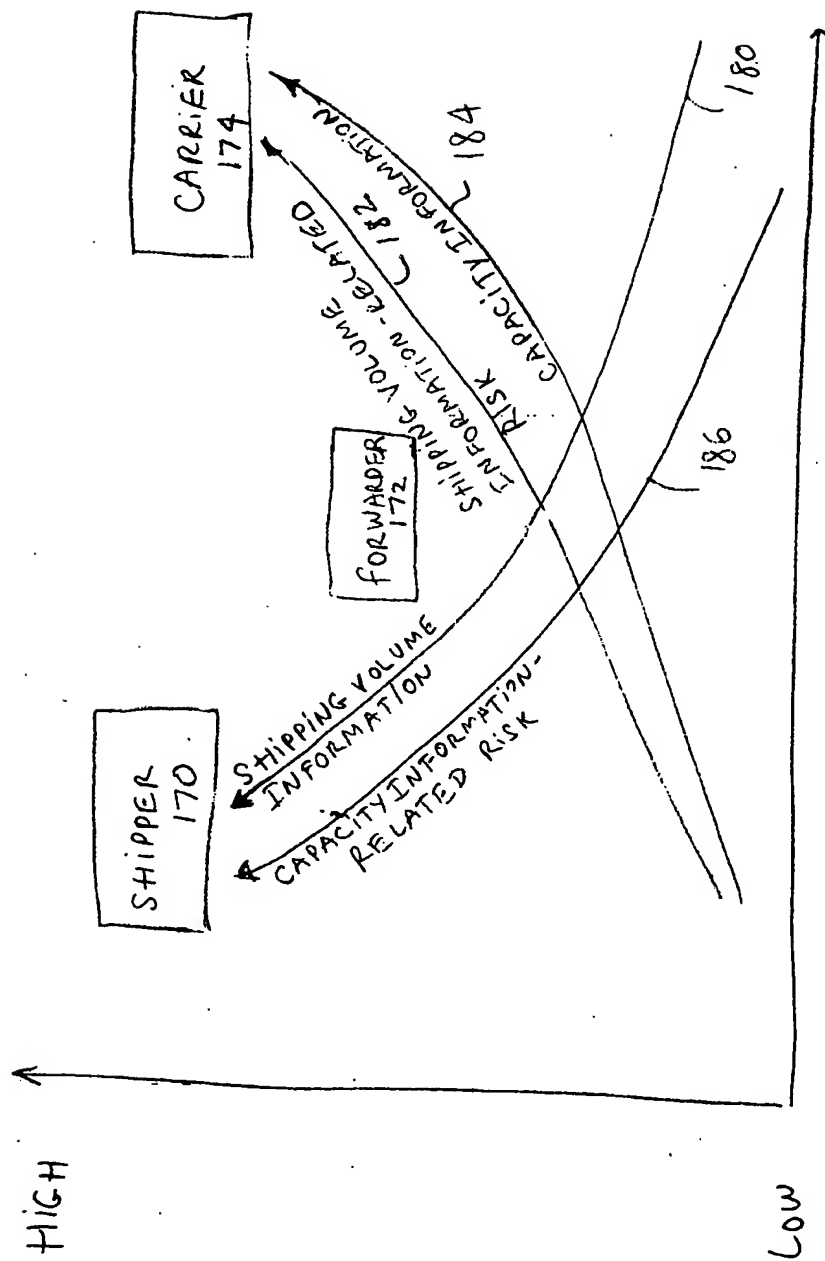


FIG. 1E

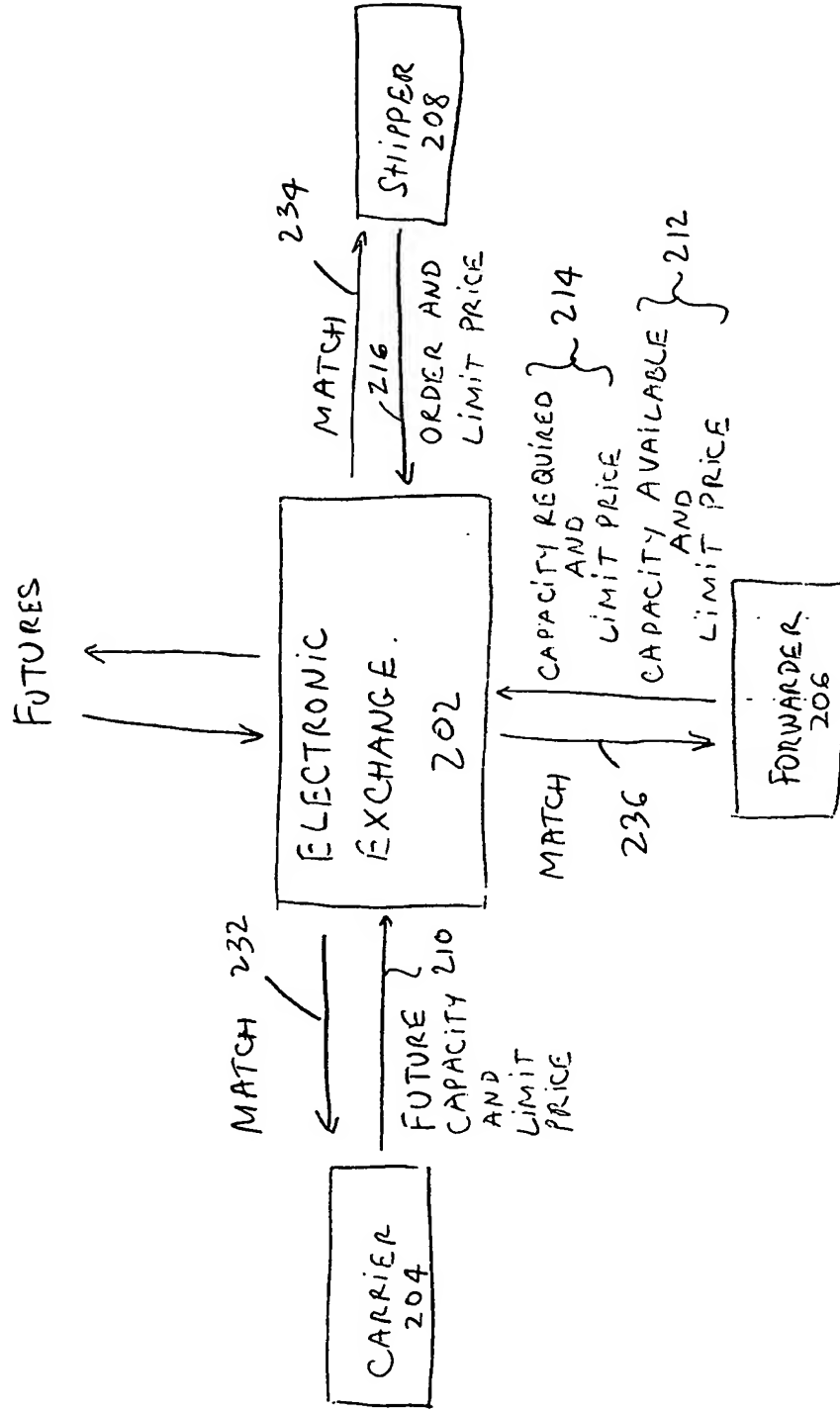


FIG. 2 (PRIOR ART)

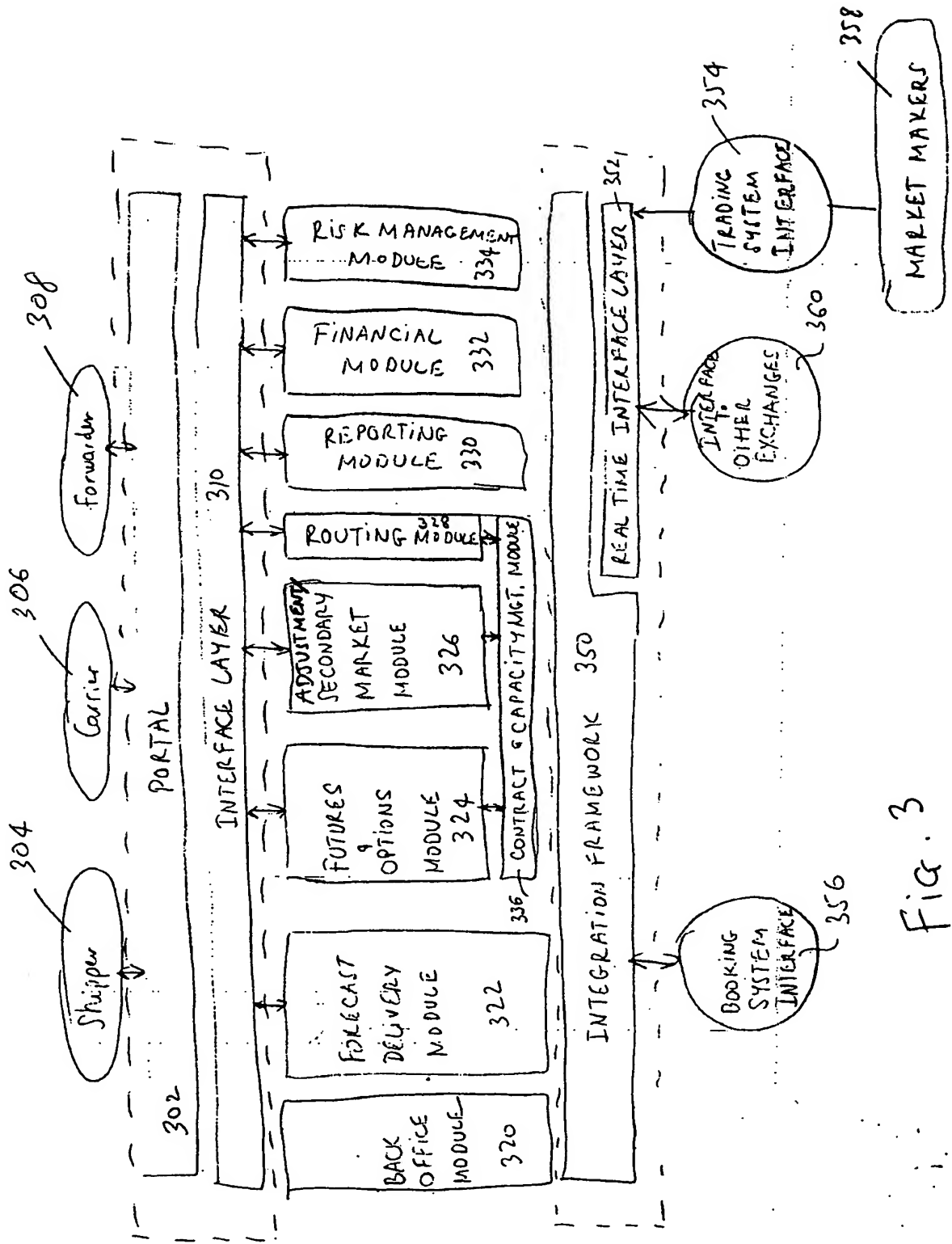
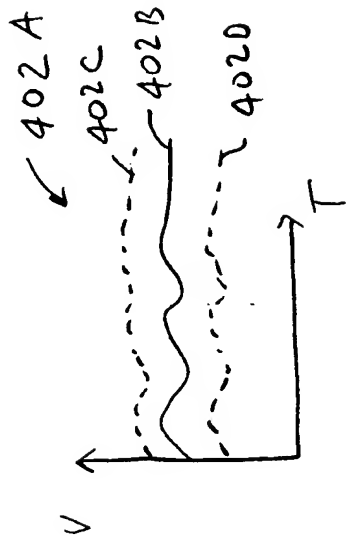
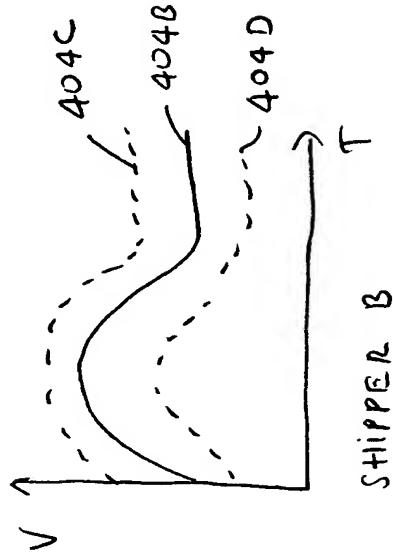


FIG. 3



SHIPPER A

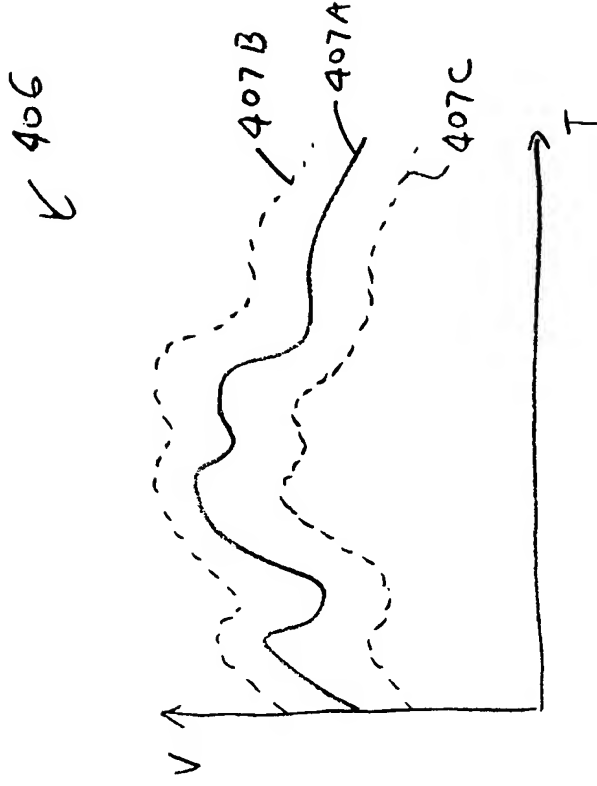
404A



SHIPPER B

•  
•  
•

⇒



AGGREGATED FORECAST

FIG. 4A

✓ 408

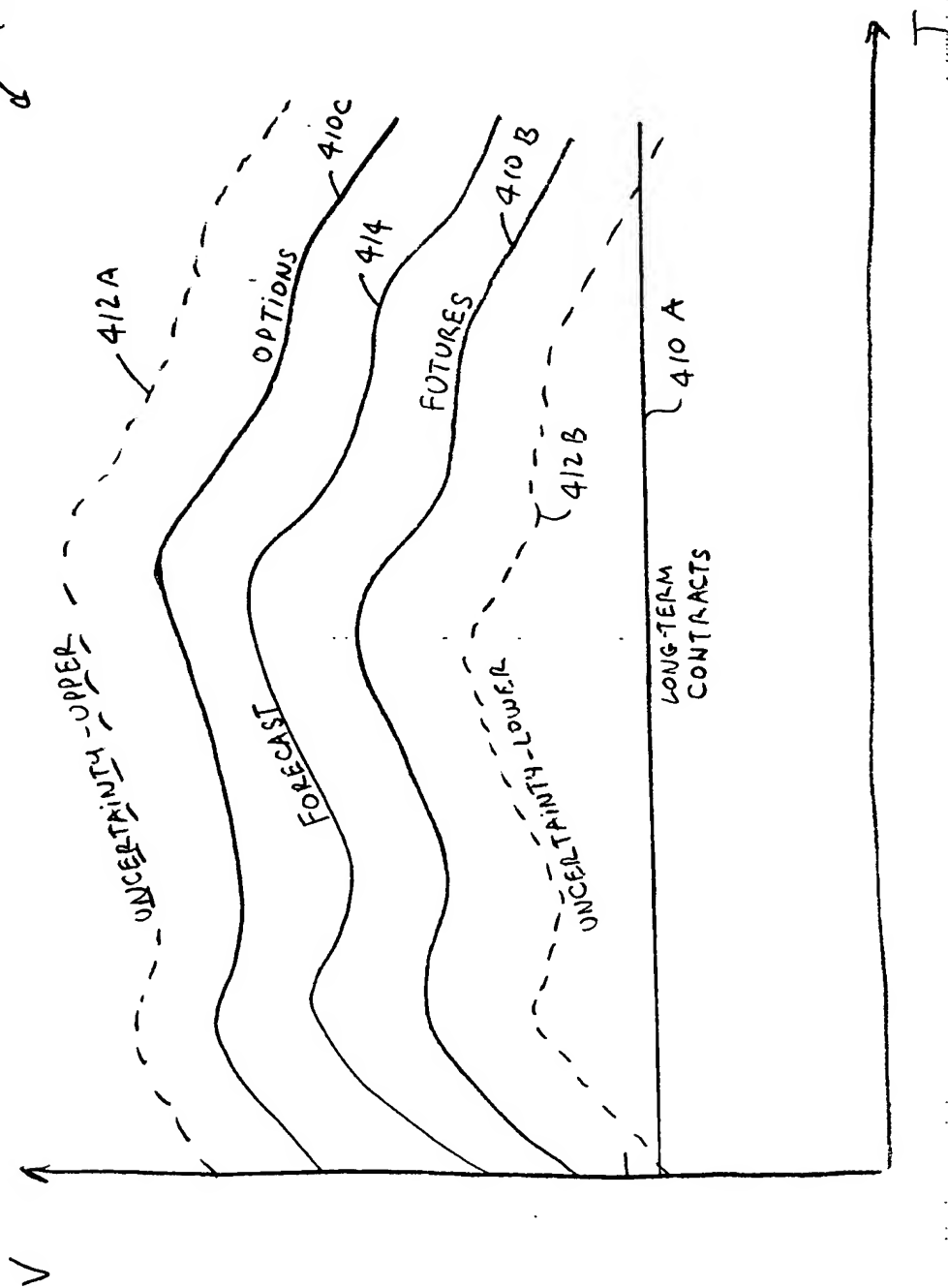


Fig. 4B



430 ↙

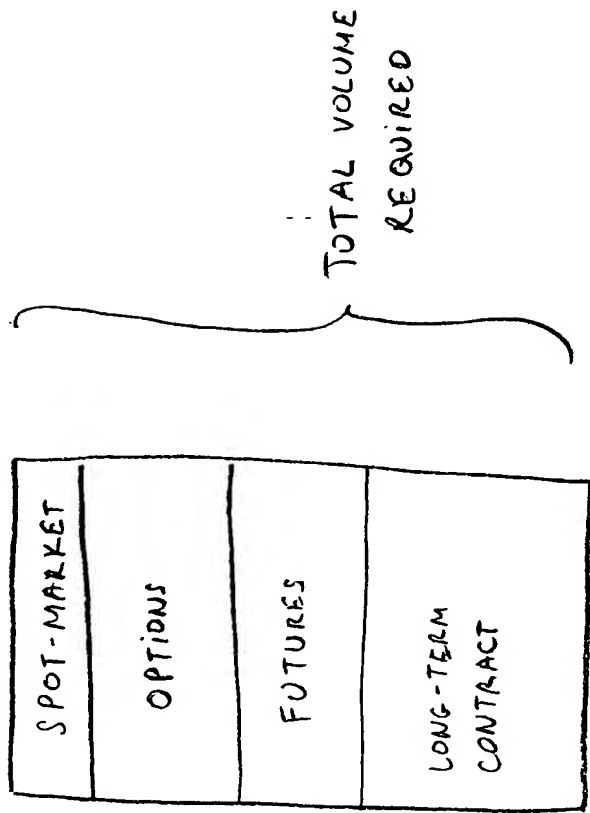


FIG 4C

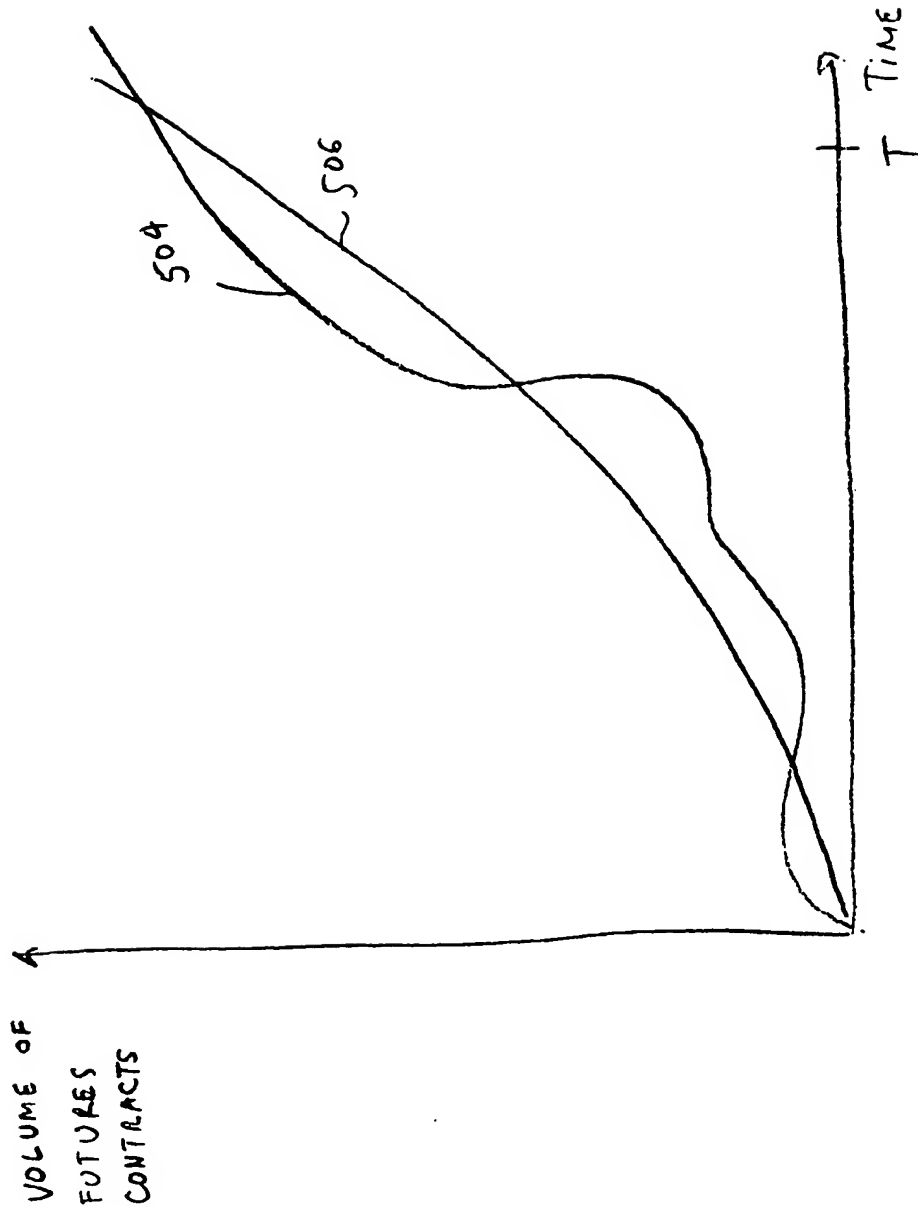
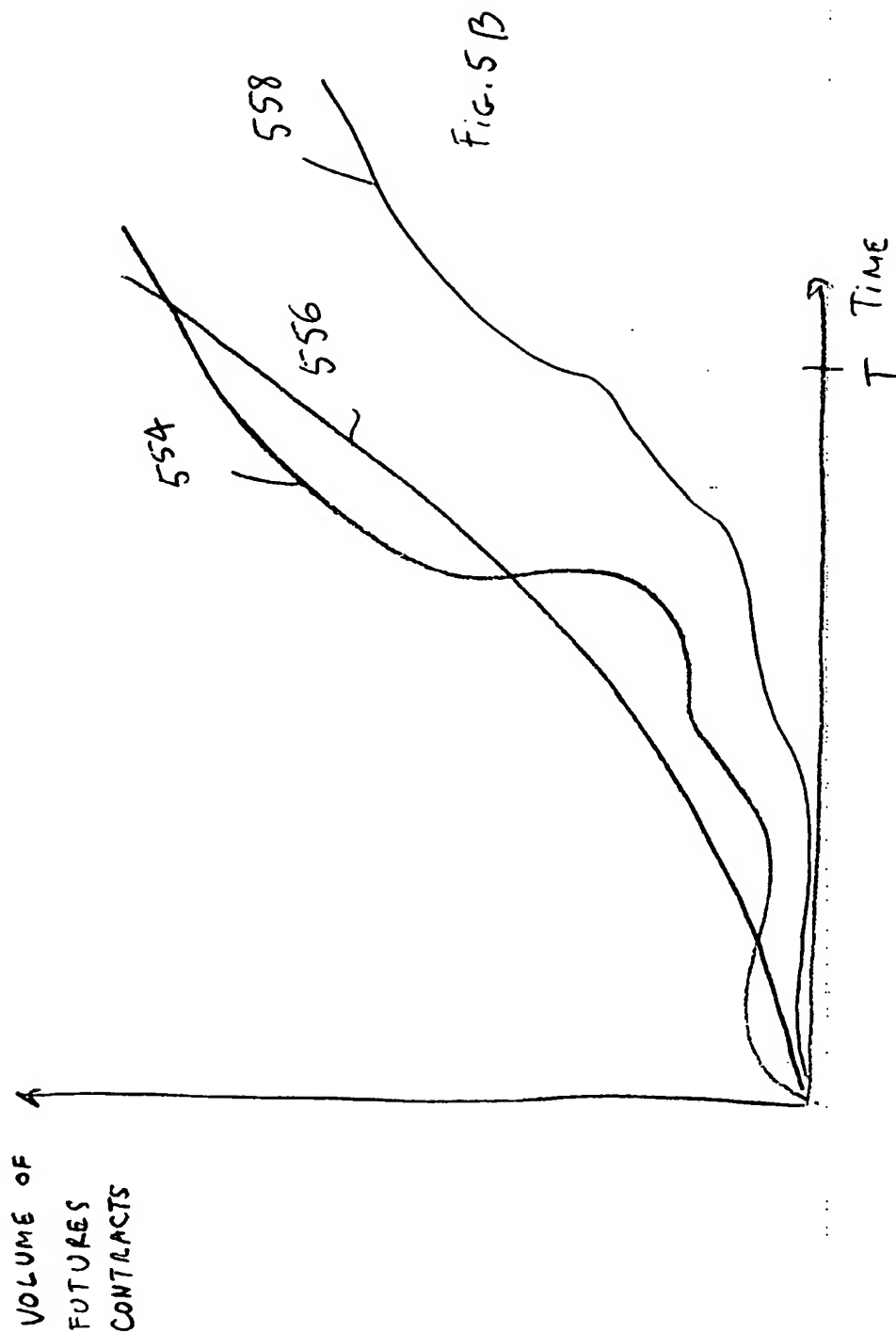


FIG. 5A



$$\text{Index}_v = \frac{\sum_{i \in v} \text{Price } i \times \text{Volume } i}{\sum_{i \in v} \text{Volume } i}$$

Fig. 6

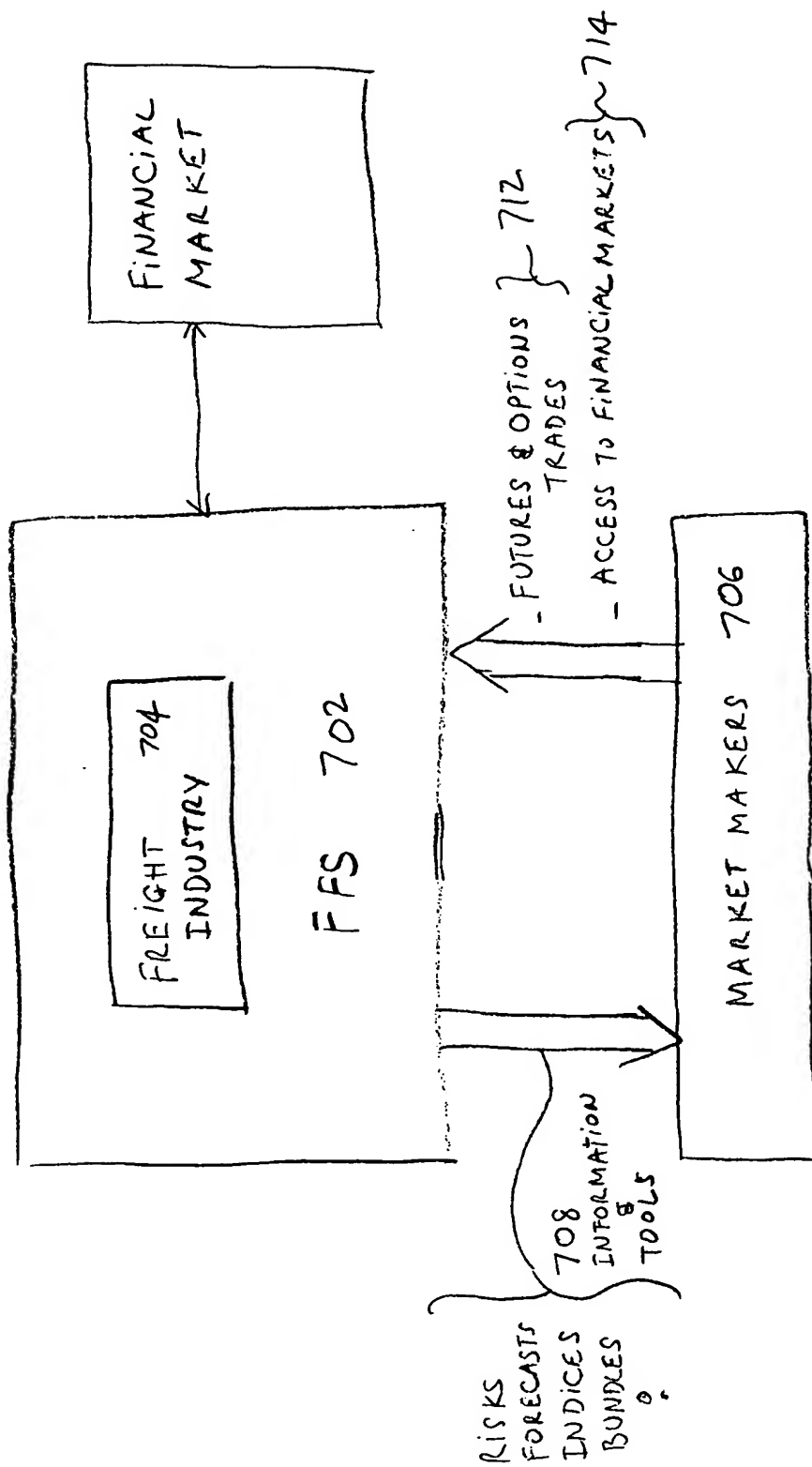


FIG. 7

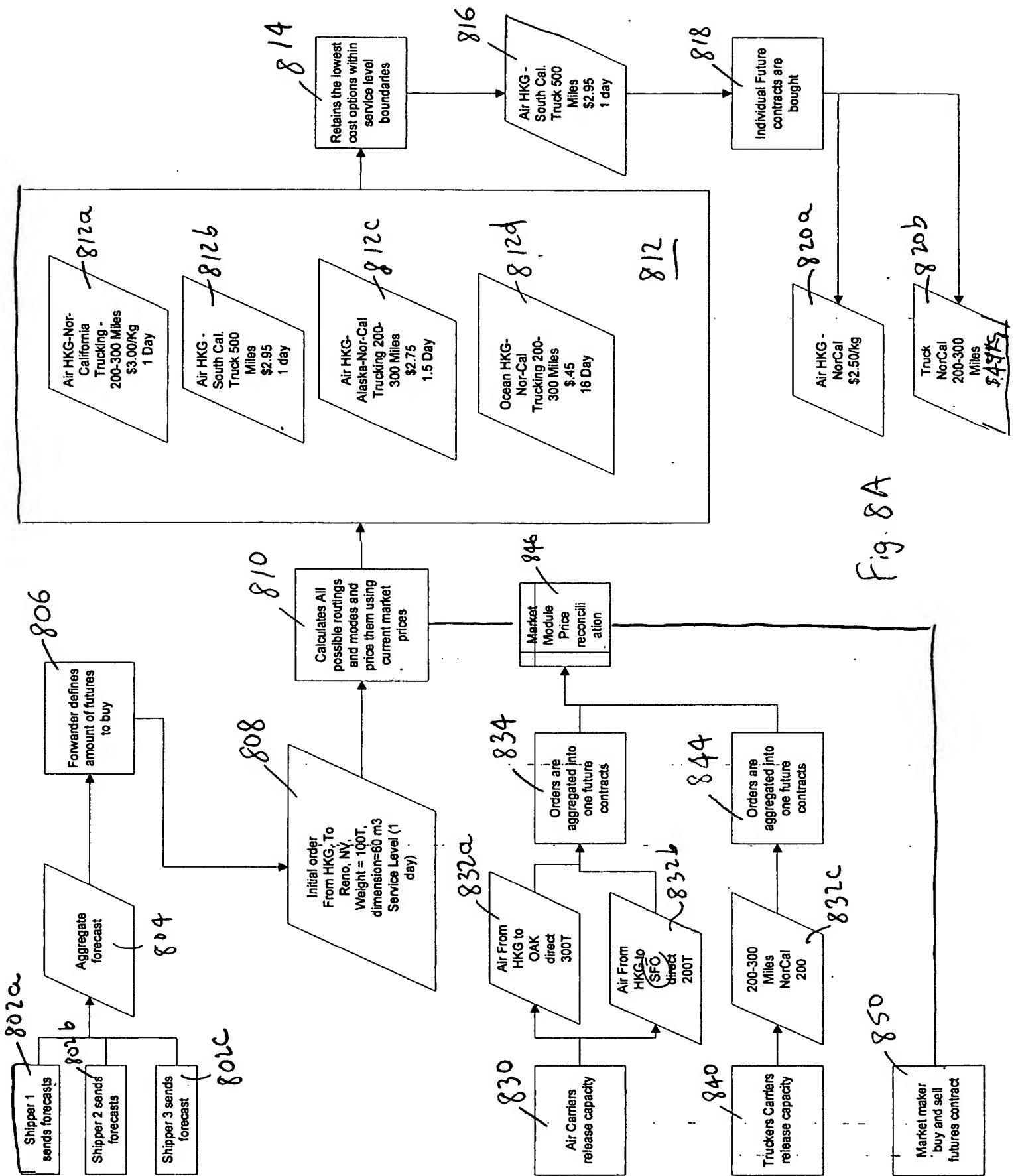


Fig. 8A

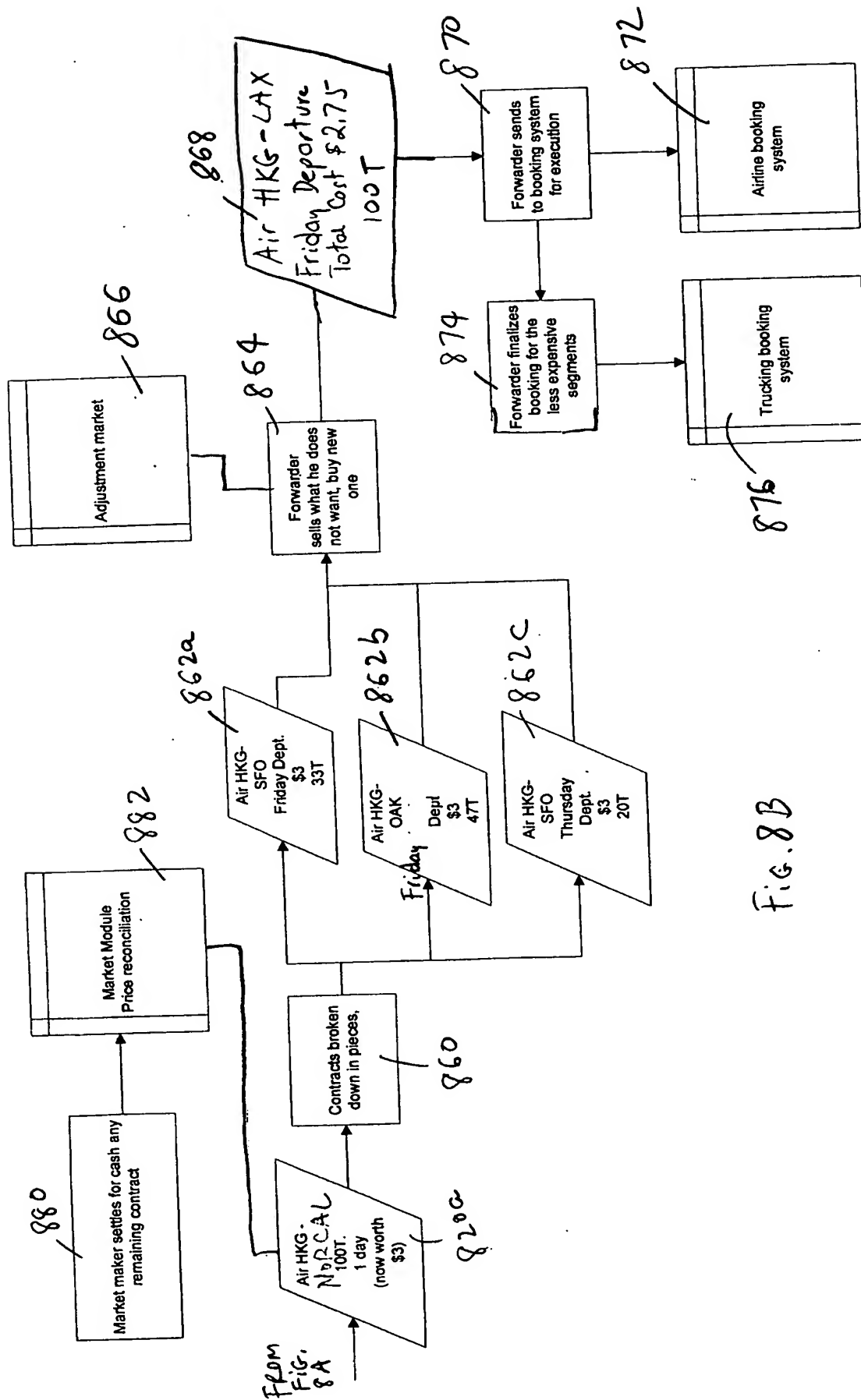
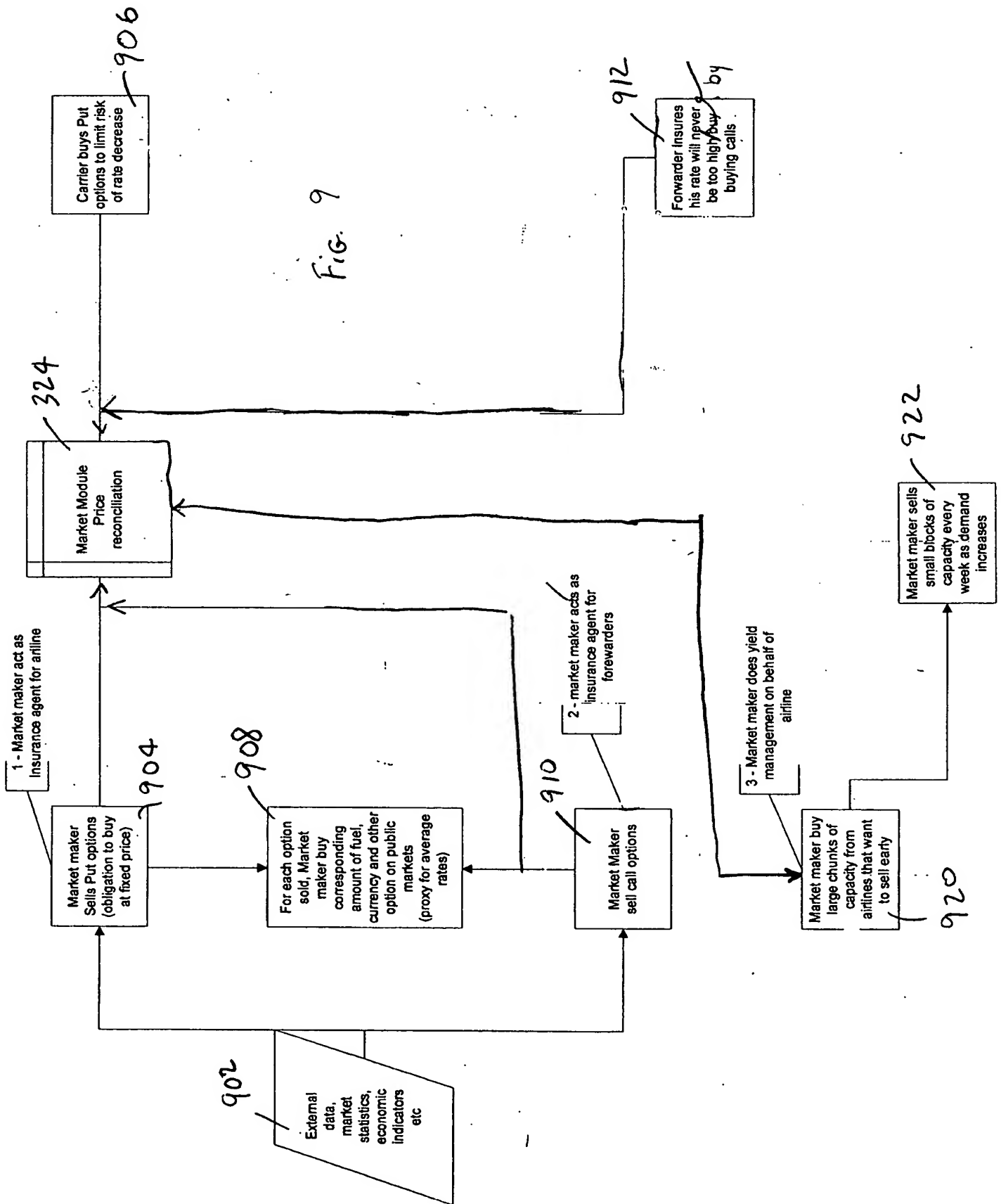
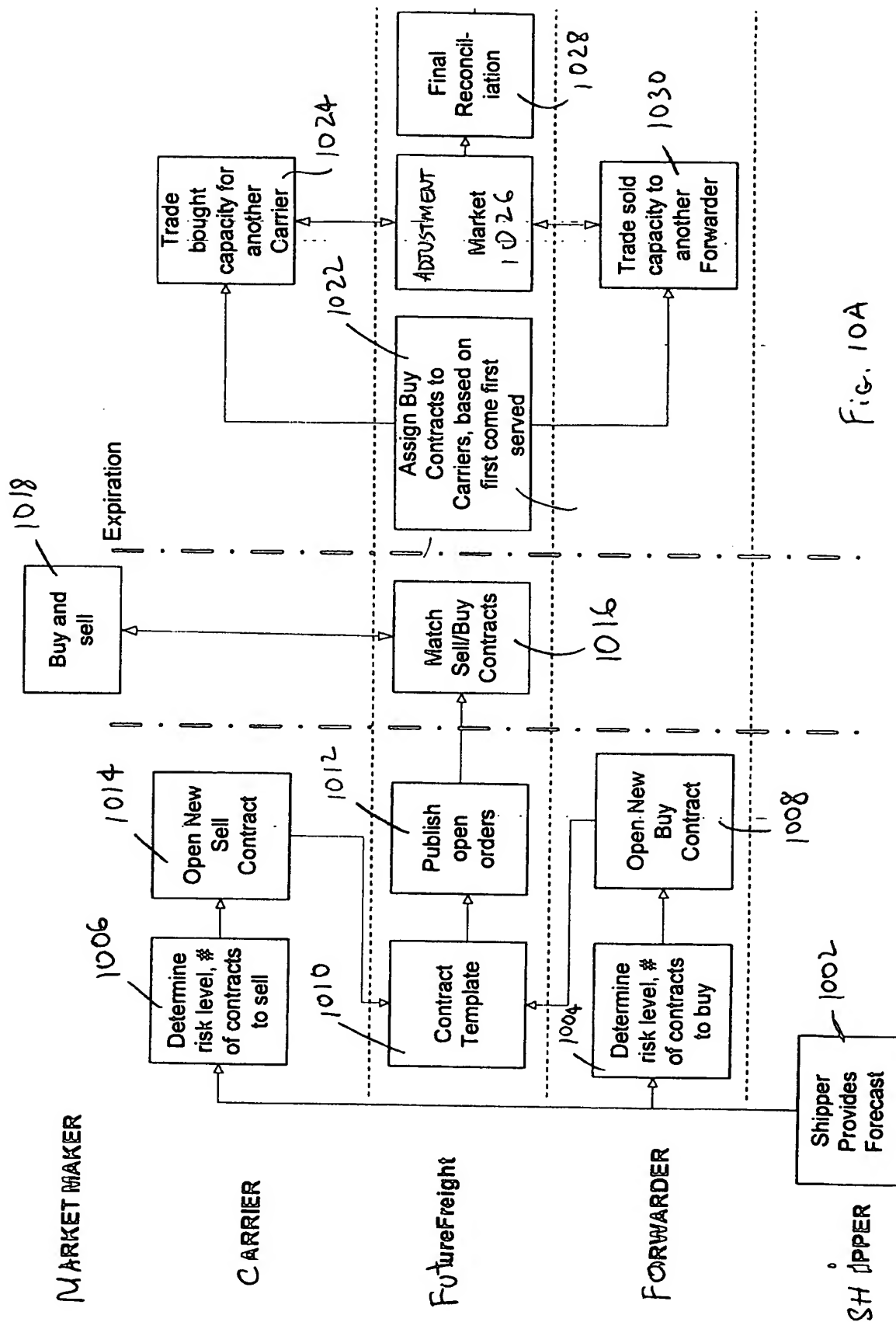
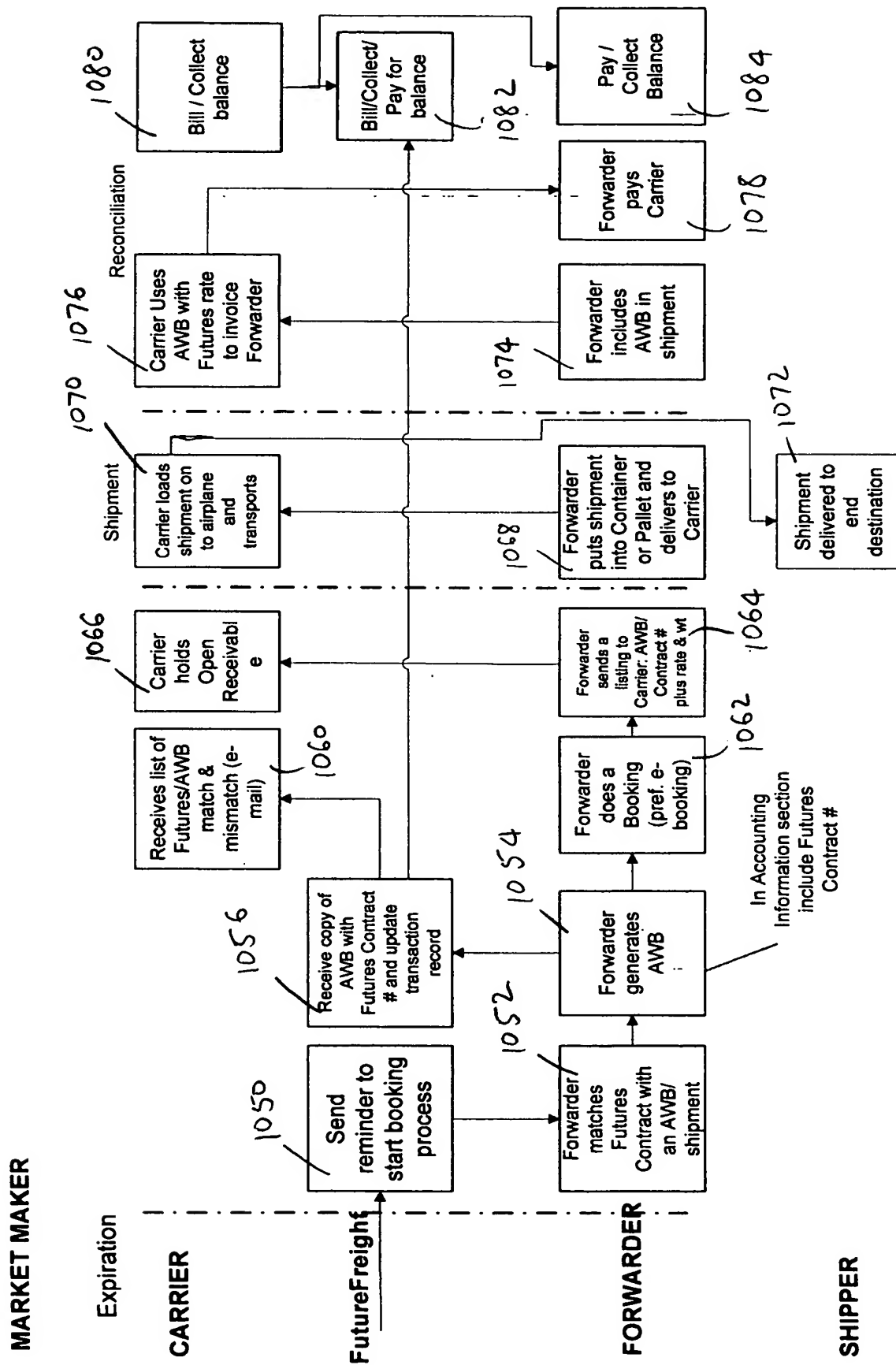


Fig. 8B









►► FutureFreight™

Summary Market Commitment Order Forecast Indices History Signout

Enter Trade Details

Required		Optional	
Action :	Buy	Airlines :	Select
From :	HKG	Position :	Select
To :	SFO	Cargo Type :	Select
Month :	Feb-04		
Day Of Week :	Monday(1)		
Type of Order :	Market		
Service Level :	Express		
Dim Wt.			
Price :			
Make Order Private :	<input type="checkbox"/>		
Type of Trading :	Futures		
<input type="button" value="OK"/> <input type="button" value="Cancel"/>			

Fig. 11

Indices: Asii

# FutureFreight™

Select Region: From: Asia To: US-West Futures View

Summary Market Commitment Order Forecast Indices History Signout

## Forwarder Dashboard

### Market

Orig	Dest	Month	Service	Bid	Ask	Weight
HKG	SFO	Nov-03	2 Day	\$2.21		134
TPE	SFO	Nov-03	2 Day	\$2.30	\$2.31	134
TPE	LAX	Jan-04	Express	\$2.86	\$2.87	150
HKG	SFO	Feb-04	Express	\$2.45	\$2.48	100
HKG	LAX	Dec-03	1 day	\$2.23	\$2.34	100
PVG	SEA	Dec-03	Express	\$2.42	\$2.49	100
ICN	LAX	Nov-03	1 Day	\$2.86	\$2.89	75

1202

### My Commitments

Orig	Dest	Month	Service	Price	Curr Price	Gain	% of Forecast	Wt	Action
HKG	SFO	Nov-03	Express	\$1.30	\$1.80	38	16%	76	B
HKG	SFO	Dec-03	Express	\$1.30	\$1.30	0	0%	20	B
PVG	SEA	Nov-03	Express	\$2.23	\$2.79	6.72	12%	12	B
TPE	LAX	Feb-04	Express	\$2.86	\$2.86	0	0%	54	B
TPE	SFO	Jan-04	Express	\$2.23	\$2.12	-13.2	13%	120	B
HKG	SEA	Dec-03	Express	\$1.90	\$6.00	176.3	9%	43	S
HKG	SFO	Dec-03	Express	\$2.23	\$2.40	5.61	13%	33	S
ICN	LAX	Nov-03	Express	\$2.23	\$2.23	0	0%	10	S
PVG	SFO	Nov-03	2 day	\$2.23	\$2.50	26.73	34%	99	S

1206

### My Orders

Orig	Dest	Month	Service	Type of Order	Limit Price	Weight
SIN	SFO	Dec-03	1 Day	Buy	\$1.30	78
SIN	SFO	Nov-03	Express	Sell	\$2.48	54
TPE	SFO	Dec-03	1 Day	Sell	\$2.88	98
SIN	SFO	Feb-04	Express	Buy	\$1.58	45
ICN	LAX	Feb-04	Express	Sell	\$2.67	12
HKG	LAX	Jan-04	1 Day	Buy	\$1.58	40
ICN	SFO	Nov-03	1 Day	Iceberg Sell	\$1.54	150
TPE	LAX	Nov-03	Express	Sell	\$3.50	14
HKG	SFO	Dec-03	Express	Sell	\$3.00	134

1204

### Forecast

Orig	Dest	Shipper	Month	Cargo Type	Vol	Act Wt	Trd Wt	Conf	Qual
TPE	SFO	Cisco	Nov-04	Electronic	500	22	21	63%	B-
TPE	SFO	Sony	Nov-04	Electronic	200	15	15	78%	B+
TPE	SFO	Nike	Nov-04	Generic	600	0.5	1	28%	C-
Total					1300	37.5	37		
TPE	SFO	Sony	Dec-04	Electronic	317	30	30	45%	B+
TPE	SFO	Nike	Dec-04	generic	600	2	3	71%	B-
Total					917	32	33		

1208

Fig. 12 A

Indices: Asia/US \$2.88<sub>85</sub> US/Asia \$0.85<sub>23</sub> Asia/EU \$2.10<sub>76</sub> EU/Asia \$0.54<sub>38</sub> EU/US \$0.78<sub>45</sub> US/EU \$0.68<sub>35</sub> ... Routes TPE-SFO \$1.89<sub>18</sub> HK-LAX \$2.4<sub>55</sub>

Done

start

Local intranet

## ►► Future Freight™

Select Region: From: **Asia** To: **US-West** Futures View

Summary Market Commitment Order Forecast History Signout

### Carrier Dashboard

#### Market

Orig	Dest	Month	Service	Bid	Ask	Weight
HKG	SFO	Nov-03	2 Day	\$2.21		134
TPE	SFO	Nov-03	2 Day	\$2.30	\$2.31	134
TPE	LAX	Jan-04	Express	\$2.86	\$2.87	150
HKG	SFO	Feb-04	Express	\$2.45	\$2.48	100
HKG	LAX	Dec-03	1 day	\$2.23	\$2.34	100
PVG	SEA	Dec-03	Express	\$2.42	\$2.49	100
ICN	LAX	Nov-03	1 Day	\$2.88	\$2.89	75

#### My Commitments

Orig	Dest	Month	Service	Price	Curr Price	Gain	% of Forecast	Wt	Action
HKG	SFO	Nov-03	Express	\$1.30	\$1.80	38	16%	76	B
HKG	SFO	Dec-03	Express	\$1.30	\$1.30	0	0%	20	B
PVG	SEA	Nov-03	Express	\$2.23	\$2.79	6.72	12%	12	B
TPE	LAX	Feb-04	Express	\$2.88	\$2.88	0	0%	54	B
TPE	SFO	Jan-04	Express	\$2.23	\$2.12	-13.2	13%	120	B
HKG	SEA	Dec-03	Express	\$1.90	\$8.00	176.3	9%	43	S
HKG	SFO	Dec-03	Express	\$2.23	\$2.40	5.61	13%	33	S
ICN	LAX	Nov-03	Express	\$2.23	\$2.23	0	0%	10	S
PVG	SFO	Nov-03	2 day	\$2.23	\$2.50	28.73	34%	99	S

#### My Orders

Orig	Dest	Month	Service	Type of Order	Limit Price	Weight
SIN	SFO	Dec-03	1 Day	Buy	\$1.30	78
SIN	SFO	Nov-03	Express	Sell	\$2.48	54
TPE	SFO	Dec-03	1 Day	Sell	\$2.88	98
SIN	SFO	Feb-04	Express	Buy	\$1.58	45
ICN	LAX	Feb-04	Express	Sell	\$2.67	12
HKG	LAX	Jan-04	1 Day	Buy	\$1.56	40
ICN	SFO	Nov-03	1 Day	Iceberg Sell	\$1.54	150
TPE	LAX	Nov-03	Express	Sell	\$3.50	14
HKG	SFO	Dec-03	Express	Sell	\$3.00	134

#### Forecast

Orig	Dest	Conf	Month	Cargo Type	Vol	Act Wt	Trd Wt	Quality
TPE	SFO	64%	Nov-04	Electronic	500	22	21	B-
TPE	LAX	59%	Nov-04	Electronic	200	15	15	B+
TPE	SEA	23%	Nov-04	Generic	800	0.5	1	C-
<b>Total</b>					<b>1300</b>	<b>37.5</b>	<b>37</b>	
TPE	LAX	45%	Dec-04	Electronic	317	30	30	B+
TPE	SEA	75%	Dec-04	Generic	800	2	3	B-
<b>Total</b>					<b>917</b>	<b>32</b>	<b>33</b>	

Fig. 12B

Indices: Asia/US \$2.88<sub>95</sub> US/Asia \$0.85<sub>25</sub> Asia/EU \$2.10<sub>76</sub> EU/Asia \$0.54<sub>38</sub> EU/US \$0.78<sub>45</sub> US/SFO \$1.89<sub>18</sub> HK-LAX \$2.4<sub>55</sub>

## Future Freight™

Select Region: From: Asia To: US-West Options View

Summary Market Commitment Order Forecast Indices History Signout

### Carrier Dashboard

#### Market

Orig	Dest	Month	Service	Bid	Ask	Strike	Weight
HKG	SFO	Nov-03	2 Day	0.05	0.06	\$2.31	134
TPE	SFO	Nov-03	2 Day	0.25	0.28	\$2.32	134
TPE	LAX	Jan-04	Express	0.07	0.12	\$2.59	150
HKG	SFO	Feb-04	Express	0.12	0.14	\$2.07	100
HKG	LAX	Dec-03	1 day	0.14	0.28	\$2.53	100
PVG	SEA	Dec-03	Express	0.15	0.16	\$2.43	100
ICN	LAX	Nov-03	1 Day	0.47	0.48	\$2.17	75

#### My Commitments

Orig	Dest	Month	Service	Strike Price	Prem	Curr Price	Gain	% of Forecast	Wt	Action
HKG	SFO	Nov-03	Express	\$1.30	0.07	\$1.80	38	16%	78	B
HKG	SFO	Dec-03	Express	\$1.30	0.09	\$1.30	0	0%	20	B
PVG	SEA	Nov-03	Express	\$2.23	0.21	\$2.79	8.72	12%	12	B
TPE	LAX	Feb-04	Express	\$2.86	0.14	\$2.86	0	0%	54	B
TPE	SFO	Jan-04	Express	\$2.23	0.09	\$2.12	-13.2	13%	120	B
HKG	SEA	Dec-03	Express	\$1.90	0.10	\$6.00	178.3	9%	43	S
HKG	SFO	Dec-03	Express	\$2.23	0.12	\$2.40	5.81	13%	33	S
ICN	LAX	Nov-03	Express	\$2.23	0.24	\$2.23	0	0%	10	S
PVG	SFO	Nov-03	2 day	\$2.23	0.44	\$2.50	28.73	34%	99	S

#### My Orders

Orig	Dest	Month	Service	Type of Order	Limit	Strike	Weight
SIN	SFO	Dec-03	1 Day	Buy	0.05	\$1.30	78
SIN	SFO	Nov-03	Express	Sell	0.12	\$2.48	54
TPE	SFO	Dec-03	1 Day	Sell	0.24	\$2.88	98
SIN	SFO	Feb-04	Express	Buy	0.14	\$1.58	45
ICN	LAX	Feb-04	Express	Sell	0.26	\$2.67	12
HKG	LAX	Jan-04	1 Day	Buy	0.18	\$1.56	40
ICN	SFO	Nov-03	1 Day	Iceberg Sell	0.43	\$1.54	150
TPE	LAX	Nov-03	Express	Sell	0.44	\$3.50	14
HKG	SFO	Dec-03	Express	Sell	0.09	\$3.00	134

#### Forecast

Orig	Dest	Conf	Month	Cargo Type	Vol	Act Wt	Trd Wt	Quality
TPE	SFO	64%	Nov-04	Electronic	500	22	21	B-
TPE	LAX	59%	Nov-04	Electronic	200	15	15	B+
TPE	SEA	23%	Nov-04	Generic	600	0.5	1	C-
Total					1300	37.6	37	
TPE	LAX	46%	Dec-04	Electronic	317	30	30	B+
TPE	SEA	75%	Dec-04	Generic	600	2	3	B-
Total					917	32	33	

Fig. 12C

Indices: Asia/US \$2.88<sub>85</sub> US/Asia \$0.85<sub>25</sub> Asia/EU \$2.10<sub>76</sub> EU/Asia \$0.54<sub>38</sub> EU/US \$0.78<sub>45</sub> US/EU \$0.68<sub>35</sub> ... Routes TPE-SFO \$1.89<sub>18</sub> HK-LAX \$2.45<sub>55</sub>

Done

start

Round Table II

Microsoft Acti...

Internet ...

Microsoft ...

SQL Server E...

Local Intranet

9:38 AM

# FutureFreight™

Select Region: From: Asia To: US-West

Adjustment Market - Forwarder

## Market

Orig	Dest	Carr	Time/Date	Serv	Flt	Bid	Ask	Position	Wt
HKG	SFO	SQ	F 05/11/04	2 Day	1124	\$2.21	\$2.23	Upper	134
TPE	SFO	JAL	T 05/12/04	2 Day	109	\$2.30	\$2.31	Upper	134
TPE	LAX	UA	T 06/18/04	Express	1189	\$2.86	\$2.87	Lower	150
HKG	SFO	UA	W 09/08/04	Express	1189	\$2.45	\$2.48	Lower	100
HKG	LAX	JAL	W 08/12/04	Express	116	\$2.23	\$2.34	Upper	100
PVG	SEA	SQ	W 09/15/04	1 day	127	\$2.42	\$2.49	Lower	100
ICN	LAX	SQ	M 07/03/04	Express	1205	\$2.86	\$2.89	Upper	75

## My Commitments

Orig	Dest	Service	Carrier	Flt	Cost	Position	Time/Date	Wt	Action
HKG	SFO	Express	SQ	1124	\$1.80	Lower	F 05/11/04	76	B
HKG	SFO	Express	SQ	109	\$1.30	Upper	T 05/12/04	20	B
PVG	SEA	Express	JAL	1189	\$2.79	Upper	T 06/18/04	12	B
TPE	LAX	Express	JAL	1189	\$2.86	Lower	W 09/08/04	54	B
TPE	SFO	Express	UA	116	\$2.12	Lower	W 08/12/04	120	B
HKG	SEA	Express	UA	127	\$6.00	Upper	W 09/15/04	43	S
HKG	SFO	Express	JAL	1205	\$2.40	Lower	M 07/03/04	33	S
ICN	LAX	Express	SQ	1189	\$2.23	Upper	T 07/23/04	10	S
PVG	SFO	2 day	SQ	201	\$2.50	Upper	W 06/15/04	99	S

## My Orders

Orig	Dest	Time/Date	Serv	Pos	Ord	Flt	Carr	M/L	Limit	Lnk	Wt
SIN	SFO	F 05/11/04	1 Day	U	Buy	1124	SQ	L	\$1.30	OC 121	78
SIN	SFO	T 05/12/04	Express	L	Sell	109	JAL	L	\$2.48	TR 042	54
TPE	SFO	T 06/18/04	1 Day	L	Sell	1189	UA	L	\$2.88	TR 041	98
SIN	SFO	W 09/08/04	Express	L	Buy	1189	UA	M			45
ICN	LAX	W 08/12/04	Express	U	Sell	116	JAL	M	\$1.56		12
HKG	LAX	W 09/15/04	1 Day	U	Buy	127	SQ	L	\$1.54	OC 012	40
ICN	SFO	M 07/03/04	1 Day	U	Ice Sell	1205	SQ	L	\$3.50	OC 199	14
TPE	LAX	M 07/06/04	Express	L	Sell	1203	SQ	L	\$3.00		134
HKG	SFO	T 07/23/04	Express	U	Sell	1444	SQ	L			

Indices: Asia/US \$2.88<sub>85</sub> US/Asia \$0.85<sub>25</sub> Asia/EU \$2.10<sub>76</sub> EU/Asia \$0.54<sub>38</sub> EU/US \$0.78<sub>45</sub> US/EU \$0.68<sub>35</sub> .... Routes TPE-SFO \$1.89<sub>18</sub> HK-LAX \$2.4<sub>55</sub>

FIG, 12 D

Done

start

3 Windows

Microsoft V...

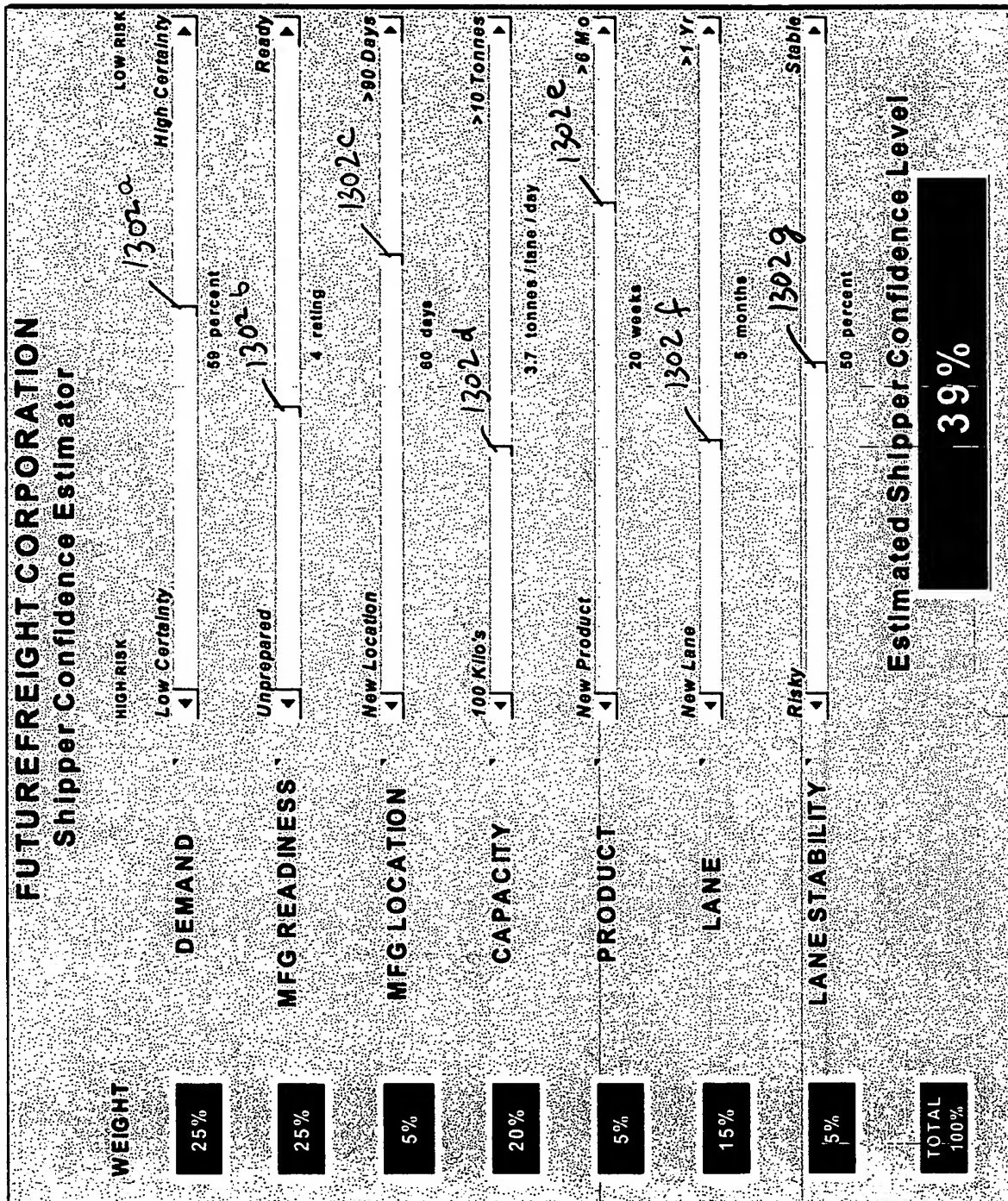
2 Microsoft...

http://pmin...

6:50 PM

Local Intranet

Fig. 13





# Shipper Confidence Level Factors

<u>Factor</u>	<u>Weight</u>	<u>High Risk</u>	<u>Low Risk</u>	<u>Notes</u>
DEMAND	25%	Low Certainty	High Certainty	Customer Demand
MFG READINESS	25%	Unprepared	Ready	Includes availability of supplied material, internal resource readiness used to build product or part, set up required to build product or part
MFG LOCATION	5%	New Location	> 90 days	Sensitivity about where product is being built
CAPACITY	20%	100 kg	> 10 tonnes	Amount of capacity to be booked
PRODUCT	5%	New Product	> 6 months	Number of months product has been manufactured
LANE	15%	New lane	> 1 year	Number of months lane has been used for shipping
LANE STABILITY	5%	Risky	Stable	Estimate of lane stability (i.e. wars, strikes, etc.)

Fig. 14

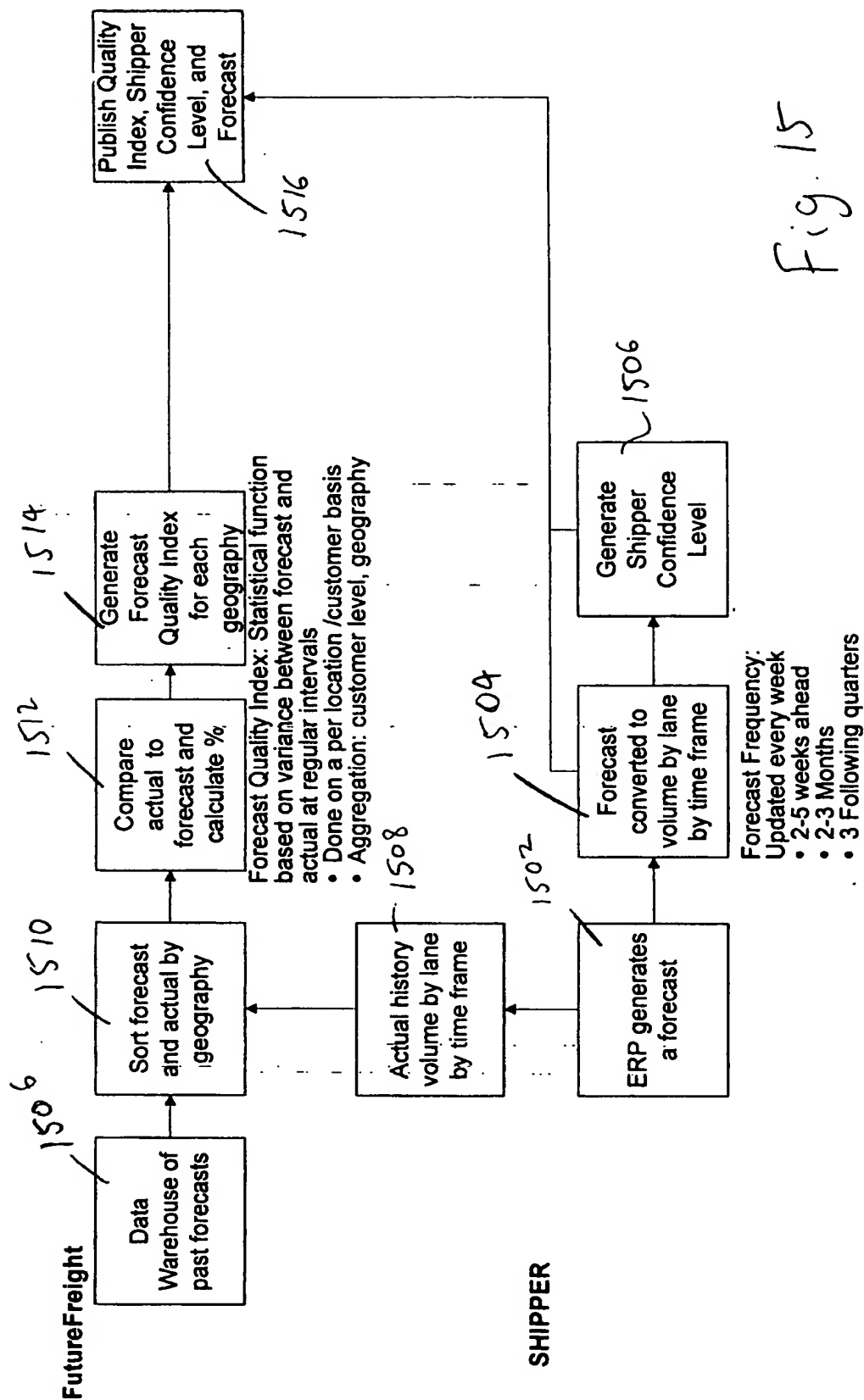


Fig. 15